

Afraid of being rejected? Discover sales techniques that help you consistently close more appointments and business than your competition. Today's voice channel is not only alive and well but is evolving as the most powerful sales tool for contemporary marketers. Dialing Strangers provides the professional sales training you need to launch every sales opportunity with unshakable confidence and deliberate care. Sales mentor Dave Tester has created a winning strategy to safeguard you against rejection and motivate you to become a sales superstar. This fun and concise guide examines the most intimidating first steps of making a sale, removing both the mystery and anxiety from the often-hated cold call. An expert at the art of cold calling, Tester helps you understand how to take control of every conversation and build a solid reputation with your target market. Highly recommended for anyone in sales, Tester's guide is easy to understand, but even easier to implement. • Helpful methods to eliminate the most common issues that lead to rejection • Role-defining phrases so prospects see your call as a time-saver, instead of a time-waster • Step-by-step strategies to help you reach the real decision makers faster • Compassionate ways to manage burnout, fear, and the universal challenges all sales professionals face • Recognizable cues to identify and work with different personality types on the phone, in person, and even through voicemails It is the on-the-job training you wish you'd received your first day on the phone. It's the step-by-step redirection required to let go of self-defeating routines once and for all.

A Master of Art And Life: A Practical Guide to Serenity, Inspiration, And Creative Thinking In 30 Minutes Or Less, Super Baby & Ted with Zoe and Furnella, Rand McNally Junior Classroom Atlas of the World, Course Guide: Illustrated Microsoft Word 2000 INTERMEDIATE (Illustrated Series), Media and Health, 2010 Complete Guide to the U.S. Coast Guard - History, Operations, Roles, Equipment, Units, Ships, Aircraft, Search and Rescue, Law Enforcement, National Security, Images, Videos (DVD-ROM), Fine China: Twenty Years of Earth's Daughters (Springhouse Editions), Sophia Loren: Moulding the Star, On Humor: The Best from American Literature, Fall Pregnant, Say No To Infertility: How to Get Pregnant,

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